

Note: The following report is an English translation of the Japanese-language original.

## Financial Results for the Six Months Ended September 30, 2018 <Supplementary Material>

November 9 , 2018

Japan Petroleum Exploration Co ., Ltd.

## **Cautionary Statement**

This document contains future prospects such as plans, forecasts, strategies, and others which are not historical fact and forward-looking statements about the future performance of JAPEX. Actual results may significantly differ from those future prospects due to various factors.

This document is not intended to invite investment.

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Note: Abbreviations used herein are as follows:

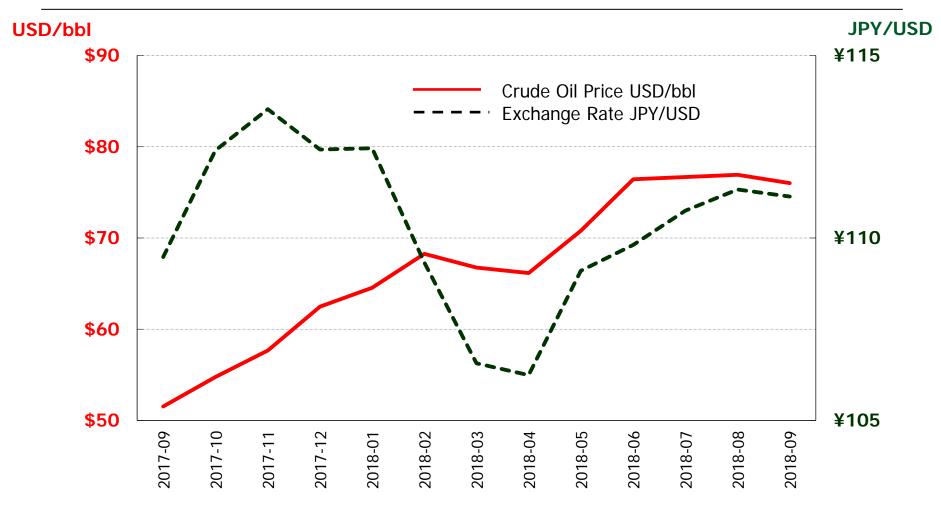
- (a) = Actual results
- (f) = Forecasts
- FY = Fiscal Year (FY3/19, for instance, means 12 months ending March 31, 2019)

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## **Trends in Crude Oil Price and Foreign Exchange Rate**



Assumption of crude oil price and exchange rate in the second half of FY3/19 USD 75.00/bbl JPY 110.00/USD



## Actual Results and Forecasts for the FY3/19 (Highlights)

	FY3	/18	FY3/19			Change		
[Billion JPY]	20 (a) ①	Full (a) ②	20 (a) ③	Full (f) Previous forecasts (August 8, 2018) ④	Full (f) Revised forecasts (November 9, 2018) ⑤*	2Q (③-①)	Full (⑤-②)	Full (⑤-④)
Net sales	112.3	230.6	115.1	284.0	288.3	+2.7	+57.7	+4.3
Operating profit (loss)	3.4	8.7	(1.1)	2.1	0.5	(4.6)	(8.2)	(1.5)
Ordinary profit	8.8	3.8	1.2	10.0	12.3	(7.5)	+8.5	+2.3
Profit (loss) attributable to owners of parent	7.7	(30.9)	2.4	11.0	12.3	(5.3)	+43.3	+1.3

#### Oil price and exchange rate assumptions

JCC (USD/bbl)	52.44	56.20	72.47	69.50	73.75	+20.03	+17.55	+4.25
Exchange rate (JPY/USD)	111.79	111.67	109.18	109.39	109.60	(2.61)	(2.07)	+0.21

\*JAPEX announced the latest forecasts in "Notice of Financial Forecasts Revision" on November 9, 2018, regarding the consolidated financial forecasts of the fiscal year ending March 31,2019.



#### Actual results

#### Actual Sales of Natural Gas in 20 FY3/19 (year-on-year)

Sales volume : Million M Net sales : Million JPY	Sales volume : Million M3 Net sales : Million JPY		FY3/19 2Q (a)	Change	
Natural gas	Sales volume	833	813	(20)	
Natural yas	Net sales	26,839	27,835	+995	Increase in sales price
Sales volume by region					
Japan	Sales volume	569	548	(20)	
Gas produced in Japan	Sales volume	344	287	(56)	
Overseas	Overseas Sales volume		264	0	
Million M3 900 264 600 300 569	264	Sales volu		client's	y demand reduction due to the s reason

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2Q FY3/18(a)

2Q FY3/19(a)

#### Actual results

## Actual Sales of Crude Oil in 2Q FY3/19 (year-on-year)

Sales volume : Thousar Net sales : Million JPY	nd KL	FY3/18 2Q(a)	FY3/19 2Q(a)	Change	
	Sales volume	1,548	1,278	(269)	
Crude oil	Net sales	53,086	54,305	+1,219	Increase in sales price
Equity oil sales					•
Crude oil produced in	Sales volume	146	131	(15)	
Japan (*)	Net sales	5,713	6,927	+1,213	
Crude oil produced in	Sales volume	809	185	(624)	Decrease in crude oil sales volume of
overseas (**)	Net sales	25,604	9,298	(16,306)	Garraf Oil Field, Iraq
Diluted bitumen	Sales volume	-	496	+496	Commencement of diluted bitumen
(***)	Net sales	-	13,257	+13,257	sales of the Hangingstone lease in 3Q of 2017
Oil price and exchang	e rate assumpt	ions			(*) Sales volume and net sales of "Crude oil
JCC	USD/bbl	52.44	72.47	+20.03	produced in Japan" stated herein do not include purchased crude oil
Diluted bitumen (***)	USD/bbl	-	38.37	-	(**) Sales volume and net sales of "Crude oil produced in overseas" stated herein are amounts of 3 overseas subsidiaries (Japex (U.S.) Corp.,
Exchange rate	JPY/USD	111.79	109.18	(2.61)	JAPEX Montney Ltd. and Japex Garraf Ltd.) (***) Royalty is excluded in the net sales and

(\*\*\*) Royalty is excluded in the net sales and price of diluted bitumen



#### Actual results

## Actual Results for 2Q FY3/19 (year-on-year)

[ Million JPY]	FY3/18 2Q (a)	FY3/19 2Q (a)	Change	Main factors for change Increase factor "+" / Decrease factor "()"
Net sales	112,382	115,136	+2,754	Gross profit Domestic business (¥2.6 billion)
Gross profit	17,884	14,126	(3,757)	Overseas consolidated subsidiaries (¥1.0 billion)
Exploration expenses	643	362	(280)	SG & A expenses
SG&A expenses	13,788	14,946	+1,157	Increase in transportation cost at the Hangingstone lease
Operating profit (loss)	3,452	(1,183)	(4,635)	(¥1.1 billion)
Non-operating income (expenses)	5,435	2,476	(2,959)	Non-operating income (expenses) Equity in earnings
Ordinary income (loss)	8,888	1,293	(7,594)	+ ¥2.1 billion
Extraordinary income (losses)	(12)	618	+630	Foreign currency translation adjustments on debt, foreign currency exchange gains and losses (FY3/18 2Q)Gains of ¥0.9 billion→ (FY3/19 2Q)Loss of ¥2.9 billion
Income taxes	1,108	394	(714)	(¥ 3.9 billion)
Profit (loss) attributable to non-controlling interests	10	(915)	(926)	Increase in interest expenses (¥ 1.1 billion)
Profit (loss) attributable to owners of parent	7,756	2,433	(5,322)	



## **Price Assumptions for Revised Forecasts for FY3/19**

			2018			2019	Eull week	
			JanMar.	AprJun.	JulSep.	OctDec.	JanMar.	Full year
		Previous forecasts		67.95	70.00	70.00	70.00	69.50
JCC	USD/bbl	Revised forecasts		67.95	76.64	75.00	75.00	73.75
Exchange rate JPY/US	חאר/	Previous forecasts		107.42	110.00	110.00	110.00	109.39
Exchange rate	JF 1/03D	Revised forecasts		107.42	110.61	110.00	110.00	109.60
JACOS	USD/bbl	Previous forecasts	33.48	43.19	39.48	38.04		38.64
Diluted bitumen	Diluted bitumen		33.48	43.05	41.16	30.23		37.59
JML	CAD/mcf	Previous forecasts	2.04	1.35	1.40	1.40		1.56
Gas		Revised forecasts	2.04	1.21	1.64	1.90		1.65

1. "JACOS Diluted bitumen" stated herein is the diluted bitumen sales price of Japan Canada Oil Sands Ltd. (Excl. Royalty).

2. "JML Gas" stated herein is the gas sales price of JAPEX Montney Ltd. (Excl. Royalty)



#### **Revised forecasts Revised Forecasts Natural Gas Sales for FY3/19** (vs Previous Forecasts)

	ume : Million M3 5 : Million JPY		FY3/19 Previous forecasts Full (f) August 8, 2018	FY3/19 Revised forecasts Full (f) November 9, 2018	Change	
	Sales volume		1,762	1,731	(30)	
Natural g	as	Net sales	66,604	66,113	(490)	Decrease in sales volume
Sales vol	ume by reg	gion				
Japan		Sales volume	1,261	1,231	(30)	
Gas produc	ced in Japan	Sales volume	632	614	(17)	
Overseas		Sales volume	501	501	0	
Million M3 2,000 1,600 1,200 800 400	50		501 1,231	Sales volume of overseas gas Sales volume of domestic gas les volume of "Overseas" sta rp. and JAPEX Montney Ltd.,	ted herein are a	
-	Previou	ıs <mark>(f)</mark> Rev	vised <mark>(f)</mark>			INDEX
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#### **Revised Forecasts Crude Oil Sales for FY3/19** (vs Previous Forecasts)

Sales volume : Thousan Net sales : Million JPY	d KL	FY3/19 Previous forecasts Full (f) August 8, 2018	FY3/19 Revised forecasts Full (f) November 9, 2018	Change	
Crudo ell	Sales volume	3,310	3,240	(69)	
Crude oil	Net sales	133,476	138,320	+4,843	Increase in sales price
Equity oil sales					
Crude oil produced in	Sales volume	258	264	+6	
Japan (*)	Net sales	12,986	14,093	+1,107	
Crude oil produced in	Sales volume	720	528	(191)	Decrease in crude oil sales volume
overseas (**)	Net sales	33,447	26,149	(7,297)	of Garraf Oil Field, Iraq
Diluted bitumen (***)	Sales volume	1,284	1,183	(100)	Decrease in sales volume due to
Diluted bitumen ( )	Net sales	34,335	30,792	(3,542)	review of JACOS production plan/ Review sales price
Oil price and exchange r	ate assumptions				
JCC	USD/bbl	69.50	73.75	+4.25	
Diluted bitumen (***)	USD/bbl	38.64	37.59	(1.05)	
Exchange rate	JPY/USD	109.39	109.60	+0.21	

(\*) Sales volume and net sales of "Crude oil produced in Japan" stated herein do not include purchased crude oil. (\*\*) Sales volume and net sales of "Crude oil produced in overseas" stated herein are amounts of 3 overseas subsidiaries (Japex (U.S.) Corp., JAPEX Montney Ltd. and Japex Garraf Ltd.).

(\*\*\*) Royalty is excluded in the net sales and price of diluted bitumen.



**Revised forecasts** 

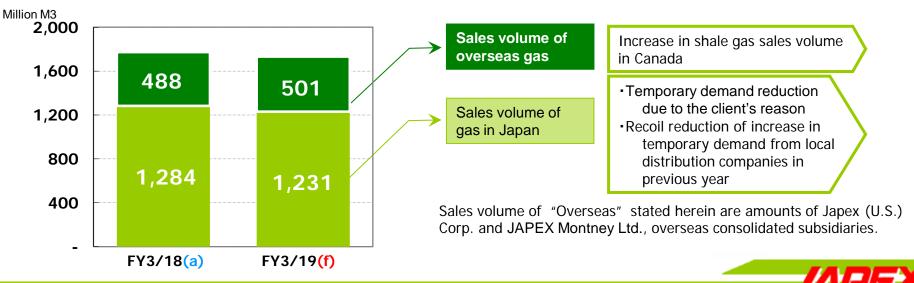
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## **Revised Forecasts for FY3/19** (vs Previous Forecasts)

[Million JPY]	Previous forecasts Full <mark>(f)</mark> August 8, 2018	Revised forecasts Full (f) November 9, 2018	Change	Main factors for change Increase factor "+" / Decrease factor "()"
Net sales	284,019	288,330	+4,310	Gross profit Domestic business + ¥0.2billion
Gross profit	34,083	32,089	(1,993)	Overseas consolidated subsidiaries (¥2.2billion)
Exploration expenses	1,055	907	(148)	
SG&A expenses	30,902	30,656	(246)	
Operating income (loss)	2,125	526	(1,599)	Non-operating income
Non-operating income (expenses)	7,878	11,864	+3,985	(expenses) Equity on earnings + ¥2.4billion
Ordinary income	10,003	12,390	+2,387	Foreign currency translation adjustments on debt, foreign
Extraordinary income (losses)	660	613	(46)	exchange gains and losses (Previous) Loss of ¥3.6billion →(Current) Loss of ¥1.9billion
Income taxes	968	1,454	+486	+ ¥1.6billion
Profit (loss) attributable to non-controlling interests	(1,311)	(843)	+468	
Profit (loss) attributable to owners of parent	11,007	12,393	+1,386	

# Revised Forecasts Natural Gas Sales for FY3/19<sup>Revised forecasts</sup> (year-on-year)

Sales volume · Millio	Sales volume : Million M3		FY3/19	Change	
Net sales : Million JP		Full (a)	Revised forecasts Full (f) November 9, 2018	Full	
	Sales volume	1,773	1,731	(41)	
Natural gas	Net sales	60,431	66,113	+5,682	Increase in sales price of gas in Japan
Sales volume by reg	ion				or gas in supari
Japan	Sales volume	1,284	1,231	(54)	
Gas produced in Japan	Sales volume	739	614	(124)	
Overseas	Sales volume	488	501	+12	



## **Revised Forecasts Crude Oil Sales for FY3/19**<sup>Revised forecasts</sup> (year-on-year)

		FY3/18	FY3/19	Change	
Sales volume : Thousand KL Net sales : Million JPY		Full (a)	Revised forecasts Full (f) November 9, 2018	Full	
Orreada all	Sales volume	2,506	3,240	+ 734	
Crude oil	Net sales	93,685	138,320	+44,634	Increase in sales volume, increase in sales price
Equity oil sales					indicase in suice price
Crude oil produced in	Sales volume	291	264	(27)	
Japan (*)	Net sales	12,265	14,093	+1,829	
Crude oil produced in	Sales volume	991	528	(464)	Decrease in crude oil sales volume of Garraf Oil Field, Iraq
overseas (**)	Net sales	33,749	26,149	(7,600)	
Diluted bitumen	Sales volume	160	1,183	+1,023	Increase in sales volume of the Hangingstone lease due to full
(* * *)	Net sales	4,512	30,792	+26,280	year production and
Oil price and exchange	rate assumptions	5			achievement of plateau production
JCC	USD/bbl	56.20	73.75	+17.55	production
Diluted bitumen (***)	USD/bbl	39.63	37.59	(2.04)	
Exchange rate	JPY/USD	111.67	109.60	(2.07)	

(\*)Sales volume and net sales of "Crude oil produced in Japan" stated herein do not include purchased crude oil. (\*\*)Sales volume and net sales of "Crude oil produced in overseas" stated herein are amounts of 3 overseas subsidiaries (Japex (U.S.) Corp., JAPEX Montney Ltd. and Japex Garraf Ltd.).

(\*\*\*)Royalty is excluded in the net sales and price of diluted bitumen.



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## **Revised Forecasts for FY3/19** (year-on-year)

[Million JPY]	FY3/18 Full (a)	FY3/19 Revised forecasts Full (f) November 9, 2018	Change		Main factors for change Increase factor "+" / Decrease factor "()" Gross profit Domestic business (¥6.3 billion)
Net sales	230,629	288,330	+57,700		Overseas consolidated subsidiaries (¥0.8 billion)
Gross profit	39,263	32,089	(7,174)	/	SG&A expenses Increase in transportation cost at the
Exploration expenses	1,324	907	(418)		Hangingstone lease due to full year production (¥2.3 billion)
SG&A expenses	29,173	30,656	+1,482	γ	(¥2.3 billion)
Operating income (loss)	8,764	526	(8,238)		Non-operating income (expenses) Equity in earnings of affiliates + ¥12.9 billion
Non-operating income (expenses)	(4,936)	11,864	+16,800		Foreign currency translation adjustments on debt, foreign currency exchange gains and losses
Ordinary income	3,828	12,390	+8,562		(FY3/18)Gains of ¥2.7 billion→(FY3/19)Gains of¥1.9 billion - ¥4.6 billion
Extraordinary income (losses)	(73,231)	613	+73,845		(FY3/18) Decrease in amortization expenses related to the Hangingstone DEMO area
Income taxes	239	1,454	+1,215		+ ¥7.8 billion
Profit (loss) attributable to non-controlling interests	(38,683)	(843)	+37,841		<b>Extraordinary income (losses)</b> (FY3/18)Impairment loss spikes due to not proceeding LNG Project in Canada + ¥72.9 billion
Profit (loss) attributable to owners of parent	(30,958)	12,393	+43,352		(FY3/19)Gains on sales of real estate + ¥0.7 billion

## Assumptions and Impact on Profits [3Q-4Q]

		FY3/18	FY3/19				
		Full(a)	1Q <mark>(a)</mark>	2Q(a)	3Q <b>(f)</b>	4Q <b>(f)</b>	Full <mark>(f)</mark>
JCC USI	D/bbl	56.20	67.95	76.64	75.00	75.00	73.75
Exchange rate JPY/USD		111.67	107.42	110.61	110.00	110.00	109.60
Canadian gas CAD/mcf		2.07	2.04	1.21	1.64	1.90	1.65
Assumptions	JCC (3Q-4Q) USD75.00/bbl		Exchange rate (3Q-4Q) JPY110.00/USD			Canadian gas (4Q) CAD1.90/mcf JPY85/CAD	
USD1/bbl increase in JCC Impact on Profit would push profits up by			pby ex	weakening in J change rates w ofits up by	ould push	CAD 0.5/mcf increase in Canadian gas prices would push profits up by	
Operating income (loss)	JPY 100million			JPY 130million		JPY 70million	
Profit (loss) attributable to owners of parent	JPY 80million			JPY 70million		JPY 60million	

Note: In addition to the impact of exchange rate fluctuations shown on the above, translation adjustments of foreign-currencydenominated receivables and payables also occur. Actual profits are influenced by a variety of other factors besides crude oil prices and exchange rates.